

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 309th
MEETING OF THE BOARD OF COMMISSIONERS September 27, 2007**
A meeting of the Board of Commissioners of the Rhode Island
Convention Center Authority (hereinafter referred to as "Authority",
the "CCA" or the "Board") was held on September 27, 2007 at 9:00
a.m. pursuant to notice, at the Rhode Island Convention Center
Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, David A. Duffy,
Commissioners, Jeff Hirsh, George Nee, Patrick Butler, Jason Fowler,
Marianne Corr, Dale Venturini, Paul MacDonald and Dave Gavitt.

Mr. Buonanno was unable to attend.

Also present were James P. McCarvill, Executive Director, Betty
Sullivan and Kerrie Bennett Rhode Island Convention Center
Authority; Bruce Leach, Legal Counsel; Neil Schriever, PWCVB; Deb
Tuton, John McGinn and Nancy Beauchamp, SMG/RICC; Larry
Lepore, Cheryl Schadone, Eleanor SanAntonio and Kym Chevian,
SMG/DDC; Steve Duvel, Gilbane; Eric Ahlborg, ABM; Bob Bromley,
Senate Fiscal Office; Bill Guglietta, House of Representatives; Ben
Gedan, Projo, and Eileen Smith, Recording Secretary. **CALL TO
ORDER**

Recognizing a quorum, Chairman Duffy called the meeting to order at
9:10 a.m.

APPROVAL OF MINUTES

Chairman Duffy entertained a motion to accept the minutes of the 308th meeting, August, 2007. Upon a motion duly made by Mr. Nee and seconded by Ms. Corr it was unanimously VOTED: to approve the minutes as distributed

Chairman Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail.

Mr. McCarvill noted the presence of the audit team from LGC&D. He asked Ms. Johnson to report on the Fiscal Year 2007 audit. Ms. Johnson stated that the audit had been sent to the Auditor General and had been approved. Mr. Duffy said that understood that the audit went smoothly this year. Ms. Johnson responded that it had. She thanked Ms. Sullivan and Ms. Beauchamp and their staff for their cooperation and hard work during the auditing process. Ms. Johnson noted that because of changes in reporting standards, the financial statement was prepared by Ms. Sullivan who did a very good job. Chairman Duffy thanked LGC&D, the Audit Committee and everyone involved in the auditing process and sought a motion to approve the Fiscal Year 2007 Audit Report as presented. Upon a motion duly made by Mr. MacDonald and seconded by Ms. Venturini it was unanimously

VOTED: to accept the 2007 Audit Report as presented.

Chairman Duffy asked Mr. McCarvill to present the consolidated financial review. Mr. McCarvill stated that consolidated Net Income of (\$320,859) for the period was positive \$15,722 to budget and \$174,574 to the prior year. Mr. McCarvill continued that year to date net income of (\$608,675) was positive \$95,139 to budget and negative (\$1,137,344) to the prior year due to last year's State annual start up appropriation of \$1,500,000 that was not received this year.

Mr. McCarvill brought to the Commissioner's attention the Fiscal Year 2009 Budget Highlights that were prepared by Betty Sullivan. Mr. McCarvill noted that a vote was postponed in August to give the Commissioners an opportunity to review it. Mr. McCarvill said that a draft of the budget had been sent to the Budget Office because of the submittal deadline and pending approval of the Board. Mr. Duffy entertained a motion duly made by Mr. Butler seconded by Mr. MacDonald and unanimously

VOTED: to accept the Fiscal Year 2009 budget as presented.

DUNKIN' DONUTS CENTER

Mr. Duffy asked Mr. Duvel to update the Board on the progress of construction. Mr. Duvel stated that the face is off the building and is being replaced. He reported that 70,000 man hours were worked last month on the project. Mr. Duvel said workers are on site seven days

a week. Mr. Duvel reported that the suite egress stairs are being installed and we are working with the Fire Marshall to ensure that there are no code violations. Mr. Duvel said that he is working on a punch list of items that must be completed prior to the November opening. Mr. Duffy noted that next year we will have a super re-opening. He said that this year we will be open but not finished.

Ms. Bennett reported that Mr. McCarvill had been interviewed by radio station 93.3. She also reported that she had arranged a tour of the facility for the Governor and invitations have been sent to the City Council and legislative leaders. Ms. Bennett noted that we are anticipating a memorandum of understanding from Blue Cross regarding the placement of the War Memorial at 15 LaSalle Square.

Mr. Duffy asked our Owner's Rep. to address the Board. Mr. Ahlborg reported that there is still a lot to be done before November and everyone is working very hard to make sure we are ready to open. He stated that Ellerbe Beckett has been much more responsive and he noted that there are not as many unforeseen conditions now that demolition is complete.

Mr. Lepore reported on the upcoming Hannah Montana show. He stated that the show could be an incredible revenue generator. Mr. Duffy asked if there will be any trouble with the ticket sale. Mr. Lepore responded that there will be trouble because parents will buy from their hearts not their head. He said that the chances are very

good that the tour will be back in future years. Mr. Lepore hinted that he is looking at another big act for November 15th. Mr. Butler said that Larry is the Bill Belecheck of Providence. Mr. Lepore had brought samples of the seats that will be installed. Mr. Fowler indicated some concern with the placement of cup holders on the back of the seats. Mr. Lepore assured him that they would be placed low enough on the back of the seat to avoid spillage on the person in front. Mr. MacDonald asked about the warranty. Mr. Lepore said that the warranty was extensive and that we would have a supply of attic stock for replacement.

CONVENTION CENTER COMMITTEE

Ms. Corr reported that the Convention Center Committee had met on Tuesday. She asked Ms. Tuton to address the Board. Ms. Tuton stated that she is putting together a preventative maintenance schedule for the Dunkin' Donuts Center similar to the one in place at the Convention Center. Ms. Tuton noted that training of the Dunkin' Donuts Center staff will take place. Mr. Nee asked if both facilities are using the same outside vendors. Ms. Tuton responded that as contracts are ending we will negotiate the best price to include both facilities. Mr. MacDonald said that he appreciates the effort of the staff. Ms. Tuton commended the in-house staff and noted that a great many have been with the Convention Center since the building opened. Ms. Venturini commented that the upkeep of the facilities is important to marketing efforts. Ms. Tuton noted that on October 9th

the chiller would be inspected and any repairs made to make sure that it is ready to make ice when we need it.

Chairman Duffy noted that a Mock Disaster had been scheduled for the weekend but that the Providence Firefighters were planning a demonstration that could cause a cancellation. Ms. Tuton reported that she had attended a meeting on Wednesday and that a decision would be made on Friday. Mr. Duffy said that he hoped that cooler heads would prevail and that a cancellation or downsized exercise is in no one's best interest.

MARKETING COMMITTEE

Ms. Venturini reported that the Marketing Committee had not met on Tuesday because of scheduling conflicts. Ms. Venturini was pleased to report that signage has gone up in the City and she thanked the CVB and the City Planning Department for their response. Ms. Venutrini asked Mr. Schriever to address the Board. Mr. Schriever discussed the number of bookings for the month and those that are still being negotiated. Mr. Schriever noted that some events take a great deal of time before a decision is made on a destination. Mr. MacDonald asked what the average room rate is in the area. Mr. Schriever said that the rate for August was \$150.00 per night. He noted that our competing cities are lower but this building and destination gets high marks for overall value.

Mr. McGinn reported that thanks to the effort of John Colletta, the Convention Center has booked a trade show sponsored by Golfers Warehouse. Mr. McGinn said that the show is expected to attract good crowds. Mr. McGinn also reported that a Japanese Animation Convention will take place in October of 2008.

Ms. Schadone addressed the Board and discussions ensued regarding Hannah Montana ticket availability. Ms. Schadone noted that the promoter had put some safeguards in place in an attempt to limit the number of tickets sold outside the area. She also noted that tickets were limited to four per purchase. Mr. Nee said that he has been asked some questions about scalping. Ms. Schadone said that it is illegal to resell tickets for a profit while standing outside the building in Rhode Island but not if they are being sold by a ticket broker over the internet or by telephone. Mr. Duffy asked about the suite payments. Ms. Schadone said that invoices went out last week and we can expect the final payments to be received at the Authority shortly. Ms. Schadone noted that one of the original purchasers had decided drop out. She said that the next person on the waiting list had been contacted. Mr. Duffy asked about the \$5,000 deposit that this group had put on the suite. Ms. Schadone said that it would not be refunded but some accommodation could be made. Ms. Schadone noted that advertising contracts in the building are being renewed at a good pace.

Ms. Venturini reported that she had been in Washington visiting the

Department of Commerce and anyone else that she could to lobby for two bills that are now in Congress that would allocate funds to advertise tourism outside the United States.

Chairman Duffy asked if there was any new business. Hearing none he sought a motion to adjourn. Upon a motion duly made by Mr. Nee and seconded by Mr. Butler it was unanimously

VOTED: to adjourn at 10:10 a.m.